



icotek is growing. We are hiring for a

INSIDE SALES ASSOCIATE

Part time or full time

As a rapidly expanding company we are looking for a high-energy, customer support focused Sales Representative to join our team. The Inside Sales Associate will work directly with our Outside Sales team, our Rep Network, Distribution partners and end users. Some travel (U.S. predominately) may be required. The candidate will report directly with the Chief Operating Officer and Business Development Manager, and as a team member they will work with the Outside Sales Managers coordinating their sales efforts and supporting our partners. Providing quotations and sample products to customers as well as representing the company at regional and national trade shows will be a requirement

What everyday working life looks like at icotek USA

- Work with **internal icotek team** as well as OEM, Distribution and Rep Firm Partners to develop sales throughout the US
- Become **Primary Point of Contact** for existing customers while supporting their needs as well as uncover new customers and targets
- Provide **first level of product support** to customers
- Facilitate customers requirements through **Distribution partners**. Manage RFQs and Quotation Process
- **Contact new prospects and leads** to uncover potential and qualify account
- Follow up on Leads and relay opportunities to appropriate icotek personnel
- **Work with ERP system** to properly track efforts
- **Represent icotek** at Regional or National Trade Shows when necessary

The ideal candidate will have

- 2-3 years experience in B2B or B2C sales (preferred)
- **Team player** with exceptional interpersonal, communication and customer service skills
- Possess strong **presentation, negotiation, and closing skills**
- **Self-motivated** with high level of drive, energy, persistence and initiative
- Bachelor's degree (preferred)

At icotek you will receive

- Full Time or Part Time positions available
- **Great Salary and Bonus Program**
- Health and 401K Plans (Full Time positions only)

Who we are

Founded in 1995 in Germany, icotek has become an innovative leader in cable management technology & EMC solutions for numerous industries.

icotek manufactures and exports high quality products that are “made in Germany” to over 60 countries all over the world. icotek has been present in US and Canadian markets for over 10 years.

icotek North America, headquartered in Chicago, IL, provides complete customer and product support to the US, Canada and Mexico.

How you can apply

Are you interested in challenging and varied tasks in a future-oriented and innovative industry?

Please send resumes (including preferred region) to

icotek Corp.
3435 N Kimball Ave. | Chicago, IL 60618

or send an e-mail to info@icotek-usa.com

icotek Corp. is an equal opportunity/affirmative action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected Veteran status, age, or any other characteristic protected by law. Any individual requiring accommodation/modification during the application or the recruiting process, please send a request to info@icotek-usa.com.